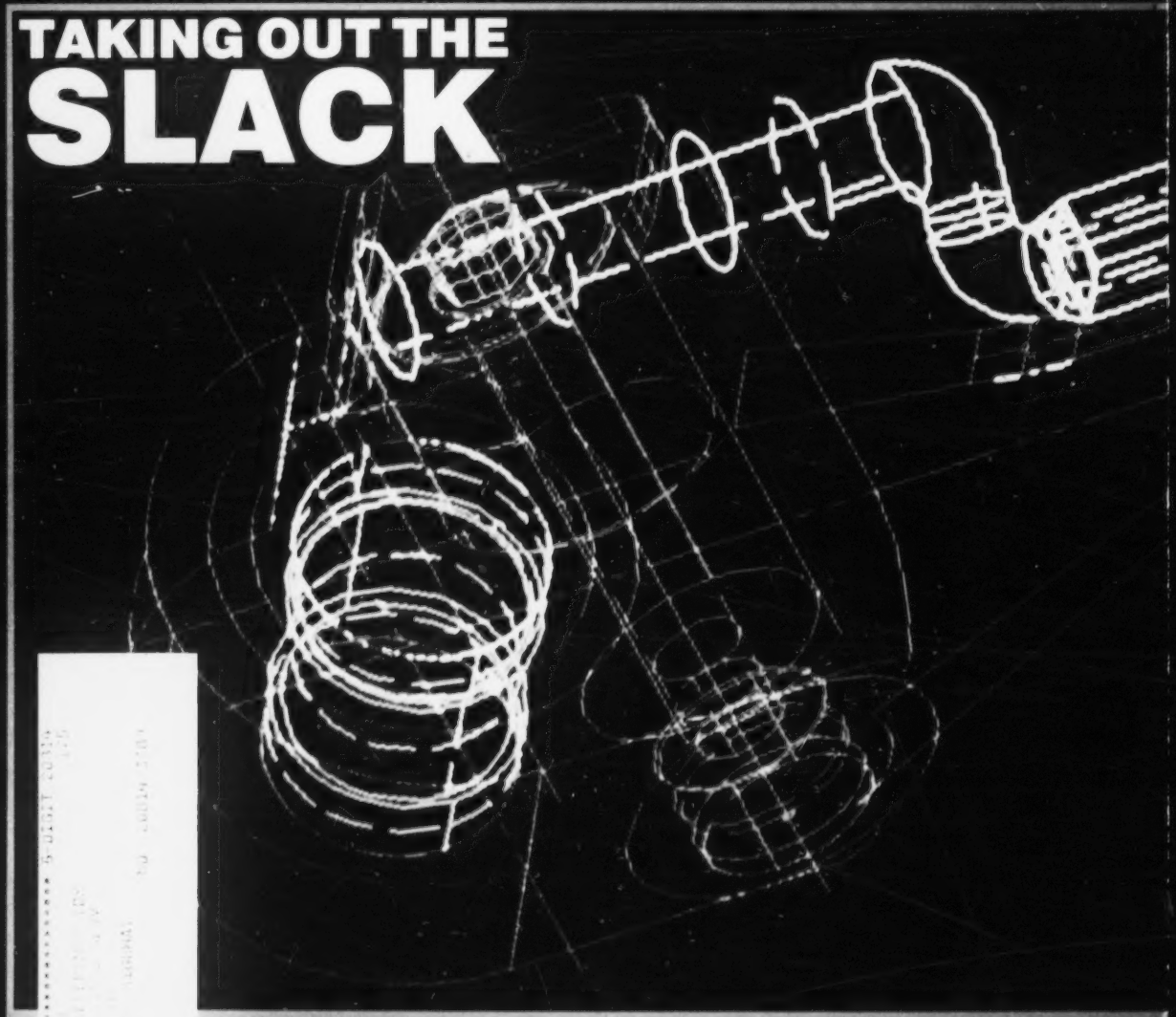
CHILTON'S COMMERCIAL CARRIER JOURNAL

CCJ

FOR PROFESSIONAL FLEET MANAGERS MARCH 1992

AUTOMATIC BRAKE ADJUSTMENT

TAKING OUT THE SLACK



MAINTENANCE ALERT NEW CVSA ROADSIDE INSPECTION CRITERIA

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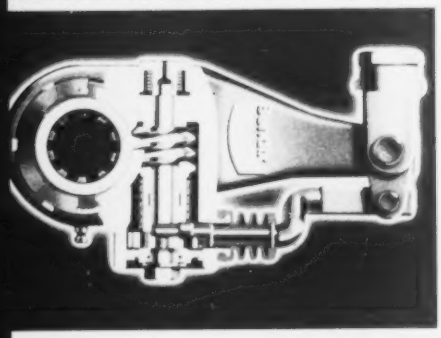

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IN THE NEXT ISSUE

The April edition will include CCJ's Fleet Operations Annual. That special section will offer carrier managers valuable, up-to-date information on reciprocity agreements, states' fuel and primary weight-distance taxes and access policies, phone numbers of state agencies that adminster licensing, tax, fuel reporting regulations.

The issue also will have a feature that focuses on short-term vs. long-term leased equipment strategies. Leasing companies and their fleet customers will provide readers with cost-effective examples of how to take advantage of many available options when they lease or rent tractors and trailers for less than a year. □

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EDS enters MIS marketplace

By PARRY DESMOND
Executive Editor
215-964-4529

Use of a data shouldn't be limited to task-oriented applications which ultimately only impact 3% of a fleet's total operation. Instead of being isolated, insists John Meyer, vice president of the Transportation Div. of Electronic Data Systems (EDS), that data should be integrated with other information elements of a company's operation so managers can make better business decisions.

EDS, a $6 billion company, operates the world's largest private telecommunications and computing network. Although its system has yet to crank out one freight bill for a fleet-client, EDS plans to soon begin generating millions of documents for fleets.

Despite its lack of experience with for-hire fleets, EDS won't have to re-invent the wheel in order to serve trucking customers. The company's 60,000 employees offer computer-related services to 26 industries, many of which have needs similar to trucking's.

For example, EDS wants to introduce to trucking the "yield management" pricing system it developed for hotel chains, airlines and National Car Rental. With yield management, carriers constantly update and access their historical cost databases so each load's pricing accurately reflects specific information for moving different types of freight.

Other examples of services EDS can offer truckers include:

• EDS showed General Motors, its parent company, how to save $100 million annually on administering its health insurance program. EDS knows a little about health insurance: it processes two of every three medical claims filed in the U.S. The company founded by Ross Perot also developed an electronic data interchange (EDI) system for GM.

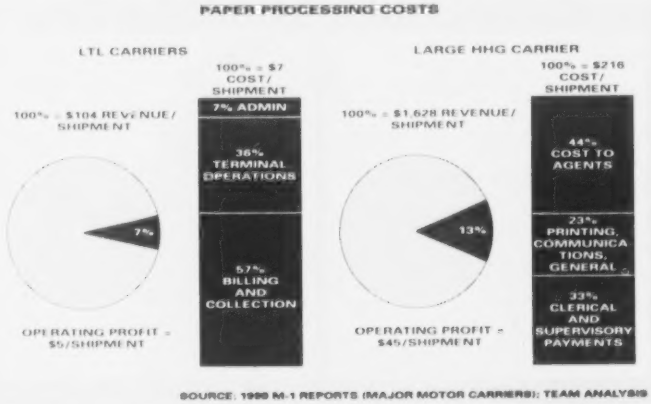
• EDS wouldn't have a problem setting up a cash advance system for drivers since it runs the nation's third largest automatic teller machine network for the banking industry.

Why enter the trucking arena?

EDS has entered the trucking arena because it knows that motor carriers, like many businesses, are adopting a "core-competency" philosophy: fleet executives are focusing their attention on what they do best--deliver freight for customers in a timely, cost-effective manner.

The core-competency approach also means businesses like truckers outsource services such as information management--for a guaranteed fee--because those services are better performed by a company with expertise in that area.

A fleet's relationship with EDS isn't an all-or-nothing arrangement. Service options can be limited to evaluating a client's hardware and software needs. And clients may take advantage of EDS' purchasing power as a high volume retailer. Or it can be a partnership where carrier personnel have direct access to a myriad of information options, via fleets' PCs and modems to EDS' main frame computers at its Dallas, Tex. headquarters and six regional facilities. Or EDS personnel can be stationed at a fleet's facility, taking over every aspect of the customer's information activities. ❑



According to a 1989 study, document processing and retrieval is responsible for 7% of LTL fleets' total costs and 13% of household goods carriers' costs. By providing imaging equipment, maintenance support and training, EDS claims the cost of operating its system is 20%-30% less than an in-house system.